THE CANNING TRADE
THE BUSINESS JOURNAL OF THE CANNING AND ALLIED INDUSTRIES

EDWARD E. JUDGE, EDITOR
Published Every Monday Since 1878

Editorials . . .

AND NOW THE VETERINARIANS —It's no secret that it takes an extremely patient and long-suffering individual to do business with the Government. The mountains of red tape that must be met and complied with to complete a successful contract, are all but "insurmountable." In the purchase and supply of military subsistence, despite the many fine efforts by individuals on both sides of the counter, there is little or no apparent progress in cutting that red tape. Ever so often, somehow or other, a new requirement order is issued to plague the supplier.

A case in point this year, is the recent "notice to the trade" that effective on or about January 1, 1962, procurement of most subsistence items, including canned vegetables and fruits, will be limited to purchases from establishments "sanitarily approved" by the Military Veterinarian Services. Exceptions include those plants under continuous inspection supervision of the U.S.D.A., those operating under poultry and poultry products inspection and grading programs, fish processing plants under the continuous inspection supervision of the Bureau of Commercial Fisheries, and certain other plants processing or furnishing food items "which present little liklihood of becoming a public health problem from a sanitary standpoint."

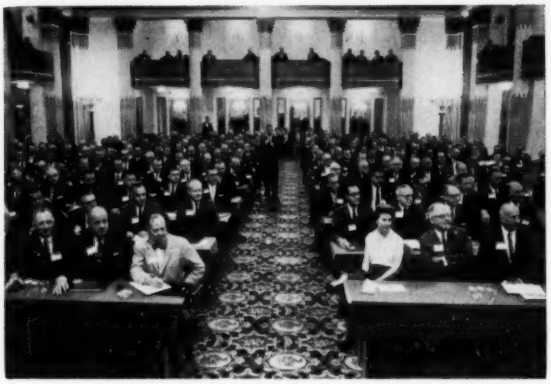
It doesn't take a great deal of imagination to surmise that military veterinarians might well have a good bit of time on their hands in this day and age. This might be, in some measure, the reason for the directive. On the other hand, it may be that the veterinarians have been especially selected to track down and eliminate any "animal" life that might possibly escape the attention of the Food and Drug and Health Department officials untrained in this specific area.

Even so, the reasonable observer seems bound to conclude that this is an unnecessary duplication of effort and a scandalous waste of the tax payers money.

TIN CAN CIVILIZATION —Some several days ago the writer, listening to the radio on his way to the office, heard one of our better known entertainers make this statement "What this country needs is not a good 5¢ cigar but a tin can that melts in the rain." He dwelled on this theme for some time, noting how the highways and byways and picnic areas were strewn with beer cans.

So, although Mrs. Housewife demonstrates her appreciation of canned foods by buying more and more every day, the stigma attached to the "tin" can has been anything but eliminated. The Continental Can Company is doing something about this situation in its monthly "Canned Foods Merchandiser Digest." In the June issue, the first of five cartoon features providing promotion pointers, emphasizes the contributions metal cans are making to the economy of the nation. The cartoon points out that "the phrase tin can civilization, sometimes used to describe our way of life, is one to be respected when we study the full meaning of the facts and why Americans rely upon 115 million cans each day of the year. "Cans," the cartoon explains "make possible the distribution of perishable farm products for world-wide use the year round." It goes on to show that the canning industry is the steel industry's third largest customer, and that it gives life to 135 major industries and a livelihood to their vast number of employees, and so on. It depicts a housewife creating a dish from a number of cans in her kitchen, stating that "the can is a complement to American kitchens." Continental will supply mats for the asking to those who write the company at 100 E. 42nd Street, New York 17. Most readers of this publication have "connections" with local newspaper editors. Although Continental distributes the "Merchandiser Digest" to over 100,000 supermarkets a month, this cartoon if repeated in local newspapers the country over, would help immeasurably in creating a better understanding of the true contribution of the modern tin can and its contents.

HUMAN RELATIONS —Jim Cota, production manager, Country Gardens, Inc., Gillett Division, came up with a pretty good answer to a problem that faces many canners during the season. Turn the page and read his "Letter to the Kids" published in his local newspaper this week.



Food brokers in action at the NFBA Management Conference held in San Francsco last week.

Brokers Study Effective Use of Manpower, Better Training of Salesmen

Effective use of its manpower is the key to the food broker's growth in the future. How brokers utilize the abilities of their personnel is far more important than the number employed. This was brought out in San Francisco at the second Food Brokers Management Conference held last week by the National Food Brokers Association. Methods and techniques of manpower management were discussed by the participants.

Food broker executives from 39 states and Canada filled the Colonial Ballroom of the St. Francis Hotel in each of the four workshop sessions. The conference was part of NFBA's continuing program of helping its members find ways of doing their marketing job better and yet lowering their overhead cost of brokerage operations. The food broker participants agreed that manpower was their largest investment. As amplified by one broker, "Trained manpower is our most effective tool—effective manpower is our greatest asset." In order to achieve the quality of personnel most valuable for food broker operations, some firms require three or more interviews with prospective applicants. Said one speaker, "A good salesman is just as valuable, if not more so, than a good account."

TRAINING

Planned training was discussed as an aid to developing capable and productive sales personnel. Supervision and evaluation of the sales efforts of employees were named as important elements in a food broker program. "Our salesmen must work as part of a team because the broker is providing a properly balanced selling organization. Therefore, we must look at them not only for what they are but for how they fit into our organization picture," said one of the participating executives.

The conference discussed techniques for measuring performance of salesmen and the basic elements to be checked in such evaluation. One broker referred to the need for management to set standards of performance geared to the needs of the individual firm.

The importance of motivation was stressed as one of the basic elements in a successful sales organization. Singled out as the strongest motivating power was "pride." This includes pride of company, pride of accomplishment, pride of ownership, pride of position, pride of community. Brokers told how they worked with their salesmen to enable them to achieve this.

Also discussed was the relation of supplemental payroll benefits to such motivation. These benefits include pension plans, bonuses, profit-sharing programs, insurance and other fringe benefits. While such supplemental benefits were viewed as important, it was emphasized that such programs must be carefully designed to fit the particular brokerage operation. "There also must be a constant and varied presentation of these benefits to employees in order to maintain their value. Otherwise employees will accept them as commonplace and the additional incentive sought by management will disappear."

EVALUATING PRINCIPLES

In addition to evaluating manpower responsibilities the food broker executives discussed different aspects of management such as evaluating principals, how management could budget its time to achieve the greatest net profit, and how management should continue to maintain a program of planning ahead.

Some of the items brokers look for in evaluating principals were reported to include: the merit of the product and its potential in the market; the advertising and merchandising support planned for the product (some brokers indicated they preferred consumer-directed promotion programs to trade deals and incentives); the amount of work that was expected or necessary in relations to the compensation which will result from such representation; how the product fits into the present line of accounts.

The San Francisco conference was the second one held by the National Food Brokers Association. These sessions are limited to top management of members of NFBA. They are designed to provide the members with the opportunity and atmosphere to cover, in frank and free discussions, activities relating to the management and planning operations of their businesses.

THE COMING CONVENTION

The official hotel reservation forms for NFBA's National Food Sales Conference were mailed on June 12 to food brokers and their principals all over the nation. Just two week later, NFBA announced that 1,431 grocery manufacturers and processors and food broker firms had already made their reservations for the NFBA Convention. These represent requests for accommodations for 4,233 individuals.

In view of this all-time record figure, received six months in advance of the Convention, the Association's first assignment to the Chicago hotels will be the largest ever. Meeting December 9-13 in Chicago, NFBA will again use all of the leading Loop hotels.

IN THE NEWS

BALTIMORE PLENTIFUL FOODS OFFICE

The U. S. Department of Agriculture has established an office in Baltimore to provide more effective service to the "Plentiful Foods" program and other distribution activities, Philip B. Hearn, Northeast area field supervisor for AMS, has announced.

James C. Kellam, who has had more than 10 years experience in the administration of Government food programs, heads the new office located in the Appraisers Stores Building, 103 S. Gay Street, in Baltimore. Mr. Kellam's new phone number is Plaza 2-8460, Extention 741.

Although Mr. Kellam's contacts have been largely with the food industry since he began government service as a marketing specialist in 1949, he is best remembered by the trade as a veteran produce dealer. For nearly two decades he was a successful commission merchant on the Baltimore market, only a few blocks from his present office address.

INDIANA INAUGURATES SAFETY PROGRAM

The Board of Directors of the Indiana Canners Association has authorized the inauguration of a statewide safety program for Indiana canners. Objective in addition to the reduction of human suffering will be to reduce the rates on Workmen's Compensation insurance. Current rate in Indiana for the canning industry is $1.24 per $100 payroll. The program will be operated on a calendar year basis.

PROMINENT USDA RESEARCHER RETIRES

R. Henry Morris, III, who has been active since 1943 in promoting commercialization of products and processes developed through the utilization of research in the U. S. Department of Agriculture, has retired.

Mr. Morris was assistant to the director of the Eastern Utilization Research & Development Division in Wyndmoor, Pennsylvania, near Philadelphia. He has been especially active in promoting commercialization of a process developed at the Wyndmoor Laboratory to recover the essence or aroma of fruit juices which is normally lost when these juices are concentrated. Recovery and subsequent restoration of this essence to the juice after concentration, makes it possible to prepare juice concentrates with all of the flavor and aroma of the original fruit. The essence itself is a colorless liquid containing about 150 times the flavor strength of the original juice, and is now in wide usage as a natural flavoring substance.

Mr. Morris received the USDA Distinguished and Superior Service Awards as a member of the teams responsible for these developments and their commercialization. He lives at 7830 Winston Road, Chestnut Hill, Pennsylvania, with his wife Katherine.

HUMAN RELATIONS

A Letter To The Kids Of Gillett*

(Parents, please read this to the little tykes!)

Dear Kids:

On about June 28 we will begin canning peas. In past years we've given our truck drivers instructions to be extra careful because you're on vacation and are riding your bicycles and generally enjoying yourselves as the Good Lord meant youngsters to do in the summer time.

We know how tempting it is to grab an armful of peas from a moving truck, or dash out to pick up a bunch of vines from the road before some car runs over it and ruins the nice fresh peas. We also know how tempting it is to ride out to our viner station to "snitch" a bundle of vines and then sit back in the shade with your pals to enjoy them while you talk about big problems of your age.

We are scared, though, and hope you realize how dangerous these practices can be. We want you to grow up to become good citizens of this community. We don't want to have a single one of you hurt or crippled this summer in an accident with one of our trucks or machines or any other vehicle. Our entire pea pack isn't worth one of your lives.

SO—WE'D LIKE TO MAKE A DEAL WITH YOU! HERE'S THE PLAN! We have about 1½ acres of peas planted just north of our factory in Gillett . . . across the road from the pop factory. On July 1 those peas should be ready for good eatin' from the pod. To make sure that you get enough peas without having to dash out into the road and pick up stray vines we'll open up this whole patch of peas for you . . . FREE.

To get here DO NOT USE THE ROAD GOING PAST THE FACTORY ON GREEN BAY AVENUE! TRAFFIC IS TOO HEAVY THERE. USE THE ROAD AND ENTRANCE DIRECTLY ACROSS FROM THE POP FACTORY.

In exchange for this, we will not allow any bicycle traffic nor youngsters near our viner station this summer. FAIR ENOUGH? REMEMBER THE DATE JULY 1! SIT THERE IN THE PATCH OF PEAS . . . ENJOY YOURSELVES . . . AND SOLVE ALL THE WORLD PROBLEMS THIS SUMMER.

SINCERELY,
COUNTRY GARDENS, INC.

PS: No parents will be allowed in the pea patch:

*From an advertisement appearing in the June 22 issue of the Oconto County (Wis.) Times Herald.

STATISTICS

STOCKS AND SHIPMENTS

Compiled by NCA Division of Statistics

CANNED APPLES
(Basis 6/10's)

	1959-60	1960-61
Carryover, Sept. 1	853,947	849,153
Total Pack	4,033,768	3,325,982
Total Supply	4,887,715	4,175,135
Shipments during May	347,962	317,869
Shipments, Sept. 1 to June 1	3,050,074	2,798,145
Stocks, June 1	1,837,641	1,376,990

CANNED APPLE SAUCE
(Actual Cases)

	1959-60	1960-61
Carryover, Sept. 1	1,994,854	2,155,788
Total Pack	17,240,300	17,570,622
Total Supply	19,235,154	19,726,410
Shipments during May	1,272,615	1,486,219
Shipments, Sept. 1 to June 1	13,423,329	13,193,820
Stocks, June 1	5,811,825	6,532,590

CANNED APRICOTS
(Basis 24/2½'s)

	1959-60	1960-61
Carryover, June 1	134,000	626,000
Pack	5,046,000	6,144,000
Total Supply	5,180,000	6,770,000
Shipments, April 1 to June 1	533,000	646,000
Shipments, June 1 to June 1	4,554,000	4,960,000
Stocks, June 1	626,000	1,810,000

CANNED RED PITTED CHERRIES
(Actual Cases)

	1959-60	1960-61
Carryover, July 1	197,433	335,740
Pack	4,128,487	2,218,860
Total Supply	4,325,920	2,554,600
Shipments during May	213,527	114,496
Shipments, July 1 to June 1	3,721,345	2,385,136
Stocks, June 1	604,575	169,464

CANNED SWEET CHERRIES
(Basis 24/2½'s)

	1959-60	1960-61
Carryover, June 1	294,000	125,000
Pack	670,000	629,000
Total Supply	964,000	754,000
Shipments, April 1 to June 1	92,000	75,000
Shipments, June 1 to June 1	839,000	675,000
Stocks, June 1	125,000	79,000

CANNED PEACHES
(Basis 24/2½'s)

	1959-60	1960-61
Carryover, June 1	4,421,000	4,667,000
Pack	29,301,000	30,036,000
Total Supply	33,722,000	34,703,000
Shipments, April 1 to June 1	4,582,000	4,695,000
Shipments, June 1 to June 1	29,055,000	29,000,000
Stocks, June 1	4,667,000	5,703,000

CANNED PEARS
(Basis 24/2½'s)

	1959-60	1960-61
Carryover, June 1	2,090,000	2,303,000
Pack	9,499,000	8,506,000
Total Supply	11,589,000	10,809,000
Shipments, April 1 to June 1	1,612,000	1,350,000
Shipments, June 1 to June 1	9,286,000	8,241,000
Stocks, June 1	2,303,000	2,568,000

CANNED PURPLE PLUMS
(Basis 24/2½'s)

	1959-60	1960-61
Carryover, June 1	260,000	276,000
Pack	1,701,000	374,000
Total Supply	1,961,000	650,000
Shipments, April 1 to June 1	281,000	49,000
Shipments, June 1 to June 1	1,685,000	612,000
Stocks, June 1	276,000	38,000

CANNED SWEET CORN
(Actual Cases)

	1959-60	1960-61
Carryover, Aug. 1	2,662,751	2,939,034
Pack	40,160,497	34,435,087
Total Supply	42,823,248	37,374,121
Shipments during May	2,461,228	3,140,592
Shipments, Aug. 1 to June 1	35,224,119	32,223,568
Stocks, June 1	7,599,129	5,150,553

CANNED GREEN AND WAX BEANS
(Actual Cases)

	1959-60	1960-61
Carryover, July 1	6,111,363	4,049,909
Pack, July 1 to Jan. 1	24,462,441	26,625,757
Pack, Jan. 1 to June 1	1,357,460	1,197,761
Total Supply to June 1	31,931,264	31,873,427
Shipments during May	1,950,995	2,005,102
Shipments, July 1 to June 1	27,201,845	27,391,222
Stocks, June 1	4,729,419	4,482,205

CANNED PEAS
(Actual Cases)

	1959-60	1960-61
Carryover, June 1	9,649,751	6,425,538
Pack	29,020,062	26,822,384
Total Supply	38,669,813	33,247,922
Shipments during May	1,938,567	2,618,982
Shipments, June 1 to June 1	32,244,275	30,326,497
Stocks, June 1	6,425,538	2,921,443

CANNED APPLE PACKS

Figures released by National Canners Association's Division of Statistics show the following packs of apples, apple sauce, and apple juice for 1960-61.

CANNED APPLES — The 1960-61 pack of canned apples totaled 3,325,982 cases of 6/10's as compared with the pack of 4,033,768 cases last year.

APPLE SAUCE—The 1960-61 pack of canned apple sauce totaled 11,757,048 cases basis 24/2½'s as compared with last year's pack of 11,367,664 cases, basis 24/2½'s.

APPLE JUICE—The 1960-61 pack of canned apple juice totaled 6,235,540 cases basis 24/2's which compares with a pack last year of 6,557,832 cases same basis. By container size the bulk of the canned apple juice pack was in No. 3 cylinder cans, (2,099,714 cases), while the bulk of the glass pack was in the 32 ounce size, (2,193,106 cases).

CALIFORNIA FRUIT STOCKS

Stocks of canned fruits held by California canners as of June 1, 1961 have been announced by the Canners League of California.

The League reported that on a converted 24/2½ basis, (1960 in parenthesis) stocks of canned apricots totaled 1,765,920 cases (581,411); sweet cherry stocks were 30,512 cases (14,812); figs, 139,642 cases (103,787); pears, 1,241,655 cases (1,003,701) and freestone peaches, 1,557, 954 cases (1,616, 996).

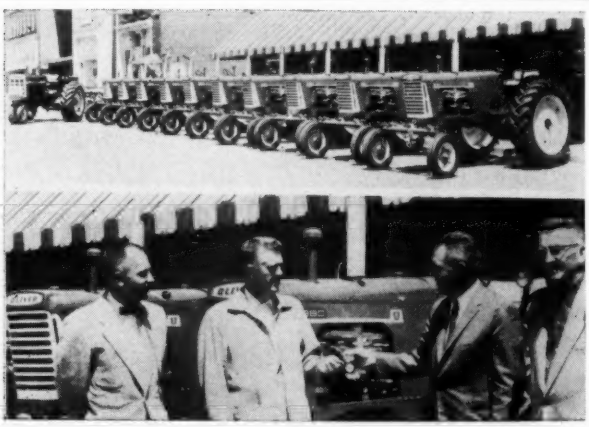
According to a report issued by the Cling Peach Advisory Board, stocks of cling peaches, on a converted 24/2½ basis, were 3,443,464 cases (2,649,527); spiced peaches, 235,800 cases (129,314); fruit cocktail, 3,127,110 cases (2,192,178); fruits for salad, 351,658 cases (337,272), and mixed fruits, 54,782 cases (51,916).

The League reported that these fruit stocks represent the carry-over going into the new packing season.

NORTHWEST FRUIT STOCKS

Stocks of canned fruits held by Northwest canners as of June 1, 1961, have been announced by the Northwest Canners and Freezers Association.

The Association reported that on a converted 24/2½ basis (1960 in parentheses) stocks of canned apricots totaled 38,089 cases (16,768); dark sweet cherry stocks were 9,290 cases (42,516); light sweet cherry stocks 28,964 cases (58,560); freestone peaches 329,930 cases (285,226); pears 1,094,267 cases (1,014,479); purple plums 26,487 cases (246,507; blackberries 39,694 cases (50,780); boysenberries, loganberries and youngberries 18,555 cases (36,148); and red raspberries 6,149 cases (1,899).



TRACTORS FOR STOKELY—Stokely-Van Camp, Inc., Indianapolis-headquartered food company, takes delivery on the last 10 of an order of 16 new tractors from F. Ray Hull & Son, Inc., Tipton (Ind.) agricultural equipment dealer. Shown in top photo are the 10 new Model 880 gasoline tractors delivered to Stokely-Van Camp and (far left) a new Oliver 1800 high-horsepower diesel tractor such as delivered earlier. In bottom photo, Bruce Horton (second from left), manager of Stokely-Van Camp's Tipton plant, accepts delivery. The tractors will be used on Stokely farms in Indiana, Wisconsin, and Minnesota.

MERGERS AND EXPANSIONS

Reed-Johnson Cold Storage Company has been formed at Lake Odessa, Canning Company, which will be used to store foods that are grown in the area that have been processed, prepared and frozen by the Lake Odessa Canning Company in their new and modern freezing plant, built and put into operation last year. The new corporation will complete construction of the cold storage plant early in July on land recently acquired just East of the canning company property. The new plant will be of the latest cold storage design, carrying temperatures of 25 degrees below zero, complete with both rail and truck loading facilities, and built to carry a product load of over 12 million pounds of frozen foods. The plant will serve both the canning company's customers as well as other large industrial customers. Officers of the new firm are: Clarence S. Johnson, president; Paul S. Reed, vice president; Robert L. Reed, secretary; Walter A. Reed, Jr., treasurer. These officers together with Marshall A. Westfall and Walter A. Reed constitute the Board of Directors.

Kennett Canning Company, (Kennett Square, Pa.) has purchased one of the largest independently owned mushroom growing operations in the Kennett Square area. The overall expansion program entails an increase in growing capacity of approximately 40 percent.

Cranberry Products, Inc. (Eagle River, Wis.) has added a new No. 300 line and a glass line to production facilities. New items with the company are cranberry-orange relish, both frozen and hot pack, applesauce, preserves, and cranberry drinks.

H. J. Heinz Company has announced that it will acquire the 58 year old Pittsburgh firm, Hachmeister, Inc., manufacturers of baking ingredients for commercial bakers in an exchange of Heinz Company stock for all outstanding stock of the Hachmeister Company. On the basis of current stock quotations the dollar value of the purchase is in excess of $7 million. Directors of both companies have approved the transaction and the purchase remains subject to the approval of Hachmeister stockholders. A. W. Remensnyder, Hachmeister president, would continue in that capacity under the new organization. The basic Hachmeister organization and distribution channels would also be continued.

International Salt Company will take its first step in diversification after manufacturing only salt products since the company was founded in 1901, and will acquire on July 1 the entire assets of Pfeiffers Food Products, Inc., Buffalo manufacturers of salad dressings, which will be operated as a subsidiary and be known as Pfeiffers Foods, Inc. International Salt, a publicly owned corporation, manufactures over 80 salt products marketed under the "Sterling" brand.

The J. R. Simplot Company, whose Food Processing Division headquarters are located in Caldwell, Idaho, with plants at Caldwell, Heyburn, and Burley, Idaho, has purchased considerable property and four large airport hangers at Carberry, Manitoba, Canada, for the construction of a $2½ million plant that will produce frozen french fried potatoes, and associated items such as dehydro-frozen potatoes, dried sliced potatoes, and instant mashed potato granules. Processing is expected to start during the late fall of 1961. The new processing operation will be a Canadian corporation owned by the Simplot Company, according to Leon C. Jones, vice president and general manager. All sales, procurement and operations will be managed by Canadian personnel, he added.

Shuttleworth

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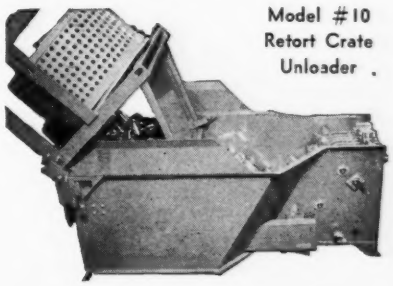
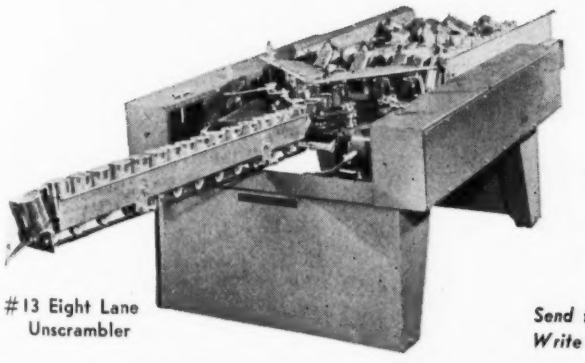
Money and Time Saving Machines



Model #10 Retort Crate Unloader



#13 Eight Lane Unscrambler

AUTOMATIC RETORT CRATE UNLOADERS

There are five models of Shuttleworth Crate Unloaders that are **guaranteed not to dent cans!** All combine a one man operation with adjustability from 202 to 404 inclusive and will feed any make unscrambler.

ADJUSTABLE CAN UNSCRAMBLERS

There are four models of Shuttleworth Unscramblers all designed to **cut your costs** in half by more production with less labor. Completely adjustable and all are portable. All are extremely gentle, and we guarantee they **will not dent cans.**

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MIDWEST: Jim Shuttleworth, Warren, Ind.—Phone 190
WEST: Jim Gilfillan, Bellevue, Wash.—SH 6-3265

NEWS *and Announcements*

Viola M. English has been appointed staff assistant to the **National Canners Association,** Consumer Service Division, filling the vacancy that occurred when Miss Moselle Holberg resigned to return to college teaching. Miss English received a BS degree in Home Economics from Southeast Missouri State College and has taken advance courses at Boston University and the Carnegie Institute of Technology. Before joining the NCA staff, she held an administrative position with the Stouffer Corporation.

Paul John Ritter, Jr. has joined the **P. J. Ritter Company,** Bridgeton, New Jersey, food processing firm, founded in 1854 by his grandfather, P. J. Ritter. With his new position as coordinator in the Private Label Division, he gained the distinction of becoming the fourth generation to represent his family in the firm now headed by his father, Paul J. Ritter. A graduate of Villanova, majoring in Marketing, Mr. Ritter had been associated with the Armstrong Cork Company for the past two years. The company is a leading packer of Asparagus Spears in glass, and also produces Tangy Ketchup, Sweet Catsup, Green Tomato Relish, Tomato Juice, Pork and Beans among other products.

Elmer Setzoil has announced the formation of the **Penn-Rox Canning Corporation** to succeed the G. B. Morrow Cannery in Roxbury, Pennsylvania. Mr. Setzoil, who will head the new corporation, is well acquainted with the canning industry having worked as field research representative for National Can Corporation for a number of years. G. B. Morrow, who has been operating for the past 37 years in Roxbury, will continue with the new corporation as secretary-treasurer. His past policies will be continued by the new corporation. RSP cherries, peaches, and purple plums are the main products packed.

United Institutional Distributors Corporation has moved its West Coast Office from Market Street to 311 California Street, San Francisco 4. The telephone numbers remain the same.

Dole Corporation—Thomas J. Andre, who has been assistant merchandising manager at Dole for the past five years, has been appointed to the new position of field sales promotion manager and will be responsible for directing sales promotion programs with the grocery trade, and coordinating them with the company's field sales and brokerage organizations. Members of his staff will include: Robert Meusel and Theodore Worrall.

Coldwater Seafood Corporation, New York packers of "Icelandic" and "Fresher" brand frozen sea products, has announced the appointment of Geir Magnusson as traffic manager. Mr. Magnusson has been working at Coldwater's seafood processing plant at Nanticoke, Maryland, since March 1960 and prior to that had been with Coldwater's parent company, Iceland Freezing Plant Corporation with headquarters in Reykjavik, Iceland. Born in Iceland he was graduated from the University of Iceland and did post graduate work at the University of Amsterdam in Holland. He lives with his wife, daughter, and son, in New Rochelle, New York.

William Underwood Company (Watertown, Mass.) has appointed Wayne W. Waterstradt, assistant to James D. Wells, vice president marketing. Until the appointment Mr. Waterstradt served as southern division sales manager for Underwood and made his home in Orlando, Florida. Before joining Underwood in 1956, he was in the food brokerage business with the House of Stokely in Raleigh, North Carolina.

Food Corporation of America has been formed by a group of Twin City businessmen with a capital structure in excess of $2,300,000 to acquire food processing plants and companies located throughout the country through capital expenditure, long term financing, and merger. A. M. Brisbois of Minneapolis heads the firm as president. Arthur L. Gluek of Minneapolis is vice president; and Henry C. Stephenson of Minneapolis, is vice president and treasurer.

Storey Foods, Inc. (Ogden, Utah)—Russell Storey has been elected president and Frank D. Storey vice president and general manager.

Henningsen, Inc., New York City manufacturer of egg products, has been granted a patent on the process of producing egg albumen solids with low bacteria counts and native pathogenic micro-organisms in egg white solids. The company intends to share the patent with other producers by granting them a license under a nominal royalty arrangement.

Nalley's, Inc. (Tacoma, Wash.)—Michael D. Heeger, formerly with the Dole Corporation as products manager for "Dole" brand products, has been appointed marketing director of Nalley's, L. Evert Landon, president, has announced.

Hunt Foods & Industries has announced that Dr. Virgil O. Wodicka has joined the staff at its Fullerton, California, headquarters as technical director of operations, where he will have full responsibility for food research and product development activities. Dr. Wodicka was formerly director of the Food Division, U. S. Army Quartermaster Food and Container Institute, Chicago, and has pursued a distinguished career in food technology.

IN MEMORIAM

F. Lowden Jones, 68, retired general manager of Walla Walla Canning Company, Walla Walla, Washington, died in his sleep on June 19. Mr. Jones was a pioneer in the canning industry in the Northwest area, and had been associated with his firm since its inception in 1932. Always active in association work, both at the regional and national level, Mr. Jones had served as a director and president of the Northwest Canners Association, and had been elected to the Board of Directors of NCA four times between 1946 and 1957. He had resigned as general manager of his company in 1959 but remained in the post of director and member of the Executive Committee.

ST

Condition of Crops

USDA ACREAGE REPORT

June 15, 1961

SUMMARY — Planted acreage of nine principal vegetable crops for processing this year totals 1,651,050 acres according to the Crop Reporting Board. This is 10 percent more than 1960 but 2 percent less than average. These nine crops usually account for approximately 94 percent of the planted acreage covered in the regular processing vegetable reporting program. Except for winter and spring spinach for which a 7 percent decrease is shown, percentage increases in planted acreage this year over last are as follows: green lima beans, 12; snap beans, 10; beets, 11: cabbage for kraut (contract only), 6; sweet corn, 7; cucumbers for pickles, 8; green peas, 15; and tomatoes, 7 percent.

SNAP BEANS—The acreage planted to snap beans for processing in 1961 is estimated at 199,940 acres, slightly more than was intended earlier this season. The acreage is 10 percent above the 182,580 acres planted in 1960. Average snap bean acreage for processing is 147,570 acres. Increases are indicated for all major States except Maine, Delaware, South Carolina and Florida where 1961 acreage is less than last year.

SWEET CORN—Planted acreage of sweet corn in 1961 is estimated at 461,820 acres. This represents a 2 percent decrease from acreage intended earlier this season but is 7 percent more than planted acreage in 1960 and 1 percent more than average. The increase in acreage this year over last is general in all important producing States except Iowa and Illinois. Acreage to be lized by freezers is up 18 percent wnile canning corn acreage is up 5 percent. White sweet corn varieties which account for 8 percent of total acreage are up 10 percent while yellow varieties with 92 percent of total acreage show a 7 percent increase.

PICKLES — An estimated 111,630 acres have been planted to cucumbers for pickles this season. This is 8 percent more than the acreage planted in 1960 but 19 percent less than average. Acreage planted is only slightly below that intended early this spring. Michigan, North Carolina and Wisconsin, with over half the National acreage, all show significant increases this year over last; however, much of this increase was offset by decreased acreage in many of the other producing States.

GREEN PEAS—This season's first forecast of green pea production in all producing States places the crop at 506,750 tons. This is 14 percent more than production in 1960 and 6 percent greater than average. If present prospects are realized, the 1961 crop will be the largest since 1957 when 557,680 tons were produced. Increased production this year over last will be wholly a result of increased acreage as anticipated 1961 yields are about equal to those of 1960. Although estimates of green pea utilizations are not made at this time, preliminary planted acreage indicated a 20 percent increase in acreage for production of freezer peas and a 13 percent increase in acreage to be utilized for canning.

1961 PEA ACREAGE FOR CANNING

The planted acreage of green peas for canning in 1961 totaled 251,975 acres, or 12 percent more than the planted acreage in 1960 of 224,511 acres, the National Canners Association's Division of Statistics reports.

The acreage figures reported are for canning only and do not include acreage for baby food, freezing, or other purposes. In harvesting some peas may be diverted from canning to freezing, especially in the Northwest.

The table is based on reports from all canners known to have planted peas for canning in 1961. For comparison the 1960 acreage and the percentage change is given by states. Questionnaires for this report were sent out May 23, 1961.

1961 PEA ACREAGE

STATES	1960 TOTAL	Early June	Sweets & Alsweets	1961 TOTAL	% change from 1960
	acres	acres	acres	acres	percent
New York	5,256	.....	4,767	4,767	— 9
Mid-Atlantic	9,661	3,107	7,732	10,839	+12
Wisconsin	80,930	28,758	73,330	102,088	+26
Other Midwest	66,149	20,072	54,267	74,339	+12
Wash. & Ore.	49,023	8,225	39,755	47,980	— 2
Other Western	13,492	.....	11,962	11,962	—11
U. S. TOTAL	224,511	60,162	191,813	251,975	+12

The total amount of Alsweet acreage reported was 33,043 acres. Wisconsin accounted for 24,813 acres of this total.
"Other Midwest States' include: Ohio, Indiana, Illinois, Minnesota, Michigan, Iowa, Arkansas.
"Other Western States" include: California, Colorado, Idaho, Montana, Utah, Wyoming.

DIRECT CROP REPORTS

CALIFORNIA, June 26 — Central part of the State recorded a five day heat wave beginning on June 15 with temperatures of 110 to 116 degrees in the upper Salinas Valley, the Russian River Valley, and the Santa Clara Valley. *Fruit* and *vegetable* crop losses are unofficially estimated at millions of dollars. *Apricots, muscat grapes, walnuts, Thompson seedless grapes, strawberries* and *Boysenberries* were most severely damaged. Generally canning *tomato* fields were not seriously damaged but early planted fields sustained blossom damage, with heaviest losses in lower Sacramento and San Joaquin valleys and in the coastal counties. The California Crop Reporting Service reported that *apricots* suffered most with sunburn and interior discoloration of ripe and near-ripe fruit, with heaviest damage in the Winters area. Officials there estimated that between 4 and 5 thousand tons of canning *apricots* were lost with the State as a whole estimated at a loss of 10,000 tons.

DELAWARE-MARYLAND, June 24 —The *green pea* crop was greatly benefited by the below average temperatures with harvest nearly three-fourths complete on the Peninsula and in full swing west of the Chesapeake Bay. Generally good prospects for

tomatoes and *potatoes* but Colorado potato beetle larvae causing considerable damage in untreated fields in the lower Eastern Shore areas. By this date more than 90 percent of the Maryland *sweet potato* crop is in the ground.

MORRISTOWN, IND., June 20—Quality of *peas* is fine with only a yield of 1400 pounds per acre. Only half a crop due to freeze, wet and dry weather. Good stand on *corn* although two weeks late. Resetting of *tomatoes* is completed. Lost more from dry weather than we did from the freeze. Will be no *tomatoes* before September.

HAGERSTOWN, MD., June 23—Canned only 200 cases of *asparagus.*

MORTON, N. Y., June 26—*Apples* are in the June drop period. Have double last year's crop of *sour cherries* with about half of the *sweet cherry* crop of last year. Transplanting of *tomatoes* completed in this section; finished last week, about four weeks late. Wet and cold weather held them back. It is now so wet that growers unable to cultivate the *tomatoes.* Had hail and more rain over the week-end.

WATERLOO, N. Y., June 26—Acreage of *red cabbage* a little above average. Crop has not been planted as yet. Acreage of *beets* a little more than last year. Crop getting a late start.

MILTON-FREEWATER, ORE., June 19—Conditions and yield for *corn* are about average at this time. None for canning, all freezing.

HANOVER, PA., June 27 — Approximately the same acreage of *peas* as 1960; yield 15 percent higher. One week late starting the harvest. Approximately the same acreage of *snap beans* as 1960 with yield percent lower. Planting started one week late.

WIS., ILL. & MINN., June 29—Reporting crop conditions as of June 21, the Wisconsin Canners Association reports two canners already packing *peas;* one reports 500 acres of *Alaskas* harvested with a yield of 1500 pounds per acre, one reports 46 acres of *Alsweets* yielding 1834 pounds per acre. Reporters representing 51 percent of acreage show crop conditions as good, 36 percent excellent, 15 percent as fair. No packing at that date in Northern Wisconsin or Minnesota, but the large majority reports crop conditions as good in Northeast Wisconsin and Minnesota. Reporters representing 50 percent of the acreage in Northern Wisconsin, however, report crop conditions as fair, 37 percent as good, and 13 percent as excellent. In Illinois four canners already packing; three report 851 acres of *Alaskas* harvested with yields ranging from 1750 to 2200 pounds per acre, averaging 2004 pounds. One reports 35 acres of *Alsweets* at 2000 pounds per acre, one 205 acres of *other sweets* at 3275 pounds per acre.

WISCONSIN, June 23 — Scattered showers and below normal temperatures reported for last week with a new record low set in Milwaukee on June 21. Southern plants are in operation on *peas,* which are reaching canning maturity at a slow pace due to unseasonable weather. Getting excellent quality and an ideal maturity schedule. Expect good yields on *sweet peas* which are progressing satisfactorily. First fields of *corn* are reaching the "knee-high" stage and showing good color and plant population. Planting of *beans* is on schedule with all *wax beans* now planted. All crops were aided in the north by showers.

STURGEON BAY, WIS., June 17—Crop of *red sour cherries* looks fairly good. Enough moisture for present should yield twice last year or a total of about 25,000,000 pounds for Wisconsin. *Apple* crop looks a little better than last year. Most varieties are good.

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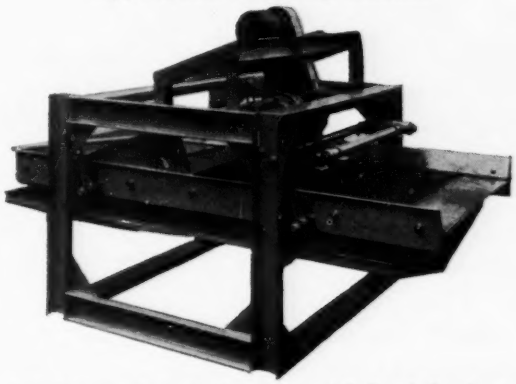
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MARKET NEWS

NEW YORK MARKET

Buyers Await Leveling Off in New Pack Prices—Fruits Steady—Interest in Fish, Prices Generally Steady

By "New York Stater"

New York, June 30,1961

THE SITUATION—An easier market for new pack grapefruit sections developed in Florida during the week, but with this exception, major price changes in canned fruits were lacking. Distributors are limiting purchases of seasonal canned vegetables and are awaiting a levelling off in prices as new packs generally take over the spotlight. Canned fish business is on the upbeat, with markets generally steady.

THE OUTLOOK—A report by the Department of Agriculture indicating a larger supply of deciduous fruits this season and noting larger carryovers on a number of items tended to inject a bearish note into the canned fruit picture, and will probably affect early-season demand to some extent. The report noted that from the near-record 1960-61 pack, movement of canned fruit from packers to the trade was a little smaller than comparable movement in 1959-60, with stocks of nine important canned fruit items as of April 1 about 6 percent larger than a year ago." Both fruit growers and canners, USDA observed, "face the prospect of another large carryover as the season for canning fruit from the heavier 1961 crop gets under way." The report also noted that cold storage holdings of frozen deciduous fruits and berries, excluding juices, were about 12 percent larger on June 1 this year than on the comparable 1960 date.

TOMATOES — Carryover tomatoes in the tristates are cleaning out at relatively stable prices, with distributors taking stocks only in small lots for immediate needs. Market on standards is quoted at $1.02½-$1.05 for 1s, $1.30-$1.35 for 303s, $2.25-$2.30 for 2½s, and $7.50 and up for No. 10s. Midwest canners are well cleared, with the market strong, and the situation in California is likewise showing a steady tone, with standard 303s quoted at $1.40, 2½s at $2.35, and 10s at $7.25, f.o.b.

PEAS.—New pack peas are moving out of the tristates in a limited way, and the market has yet to settle, pricewise. There has been a fair call for standards for shipment off the line. Market in the Midwest is showing a steady tone, with demand rather limited.

CORN—With fresh corn on the market in heavy volume, demand for the canned product at the retail level has tapered off, and the same situation applies to distributor buying of canned corn. Packers have very limited unsold stocks from last season's pack, however, and are not disposed to press for sales at the expense of prices.

BEANS—New pack green beans were offering out of the tri-states during the week at $1.05 for standard short cuts,—10 cents per dozen under the quotation at which carryover beans had previously been held. Extra standards were quoted at $1.25, with fancy French style quoted at $1.60. Demand is reported as fair.

SWEET POTATOES—A little interest is shown in sweet potatoes, with stocks in distributor hands reported light. Tristate packers quote the market for syrup pack 303s at $1.50, with No. 3 squot held at $2.10 and 10s quoted at $4.75 to $5.00, as to seller.

ASPARAGUS—New pack asparagus is meeting with a relatively limited call at the moment, retail movement having slowed as a result of the competition afforded by the fresh product. Canners are holding prices at unchanged levels.

CITRUS — Major development in the citrus picture was a lowering of prices on canned grapefruit segments, the market being off to $1.60 per dozen on fancy 303s, with broken down to $1.45. Citrus salad, however, is still being held at $2.50 per dozen. Movement of canned single strength juices is fair, grapefruit juice holding at $1.20 on 2s and $2.60 on 46-ounce. Blended juice 2s are quoted at $1.45, with 46-ounce at $3.30. Orange juice 2s are held at $1.62½ on the sugar-added product and $1.75 on natural, with the 46-ounce size at $3.95 and $4.10, respectively.

WEST COAST FRUITS—Demand has slackened appreciably, with distributors carrying sufficient stocks to take care of their needs until the new packs are ready to move in volume. Buyers will keep a close watch on the export market, as it is expected that Great Britain will be a heavier buyer from the new packs as a result of the removal of import restrictions. It is also expected in some trade quarters that increased buying of new pack California and Northwestern canned fruits will develop from other non-Iron Curtain countries in Europe.

RSP CHERRIES—Trade buying of red sour pitted cherries has slowed on carryover offerings as the trade awaits pricing on the new pack. A heavy production has been forecast in the midwest, with the pricing for the canned product hinging upon the degree to which freezers compete with canners for the raw fruit. On carryover cherries, canners generally are quoting water pack 303s at $2.10 or better, with 10s at $14.00.

SALMON—Reports from the Northwest indicate that a good run of reds is seen for the Bristol Bay area this season, with Copper River production also expected to show a moderate rise over 1960 and other early districts also looking better. Meanwhile, the market on carryover salmon remains strong,

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TUNA—Improving demand is reported in tuna, with northwest solid pack white halves quoted at $11 per case and grated albacore halves bringing $6.50.

SARDINES—An improved demand is also reported in sardines, and the market is steady at $8.75 to $9.00 per case for carryover keyless oils, f.o.b. Maine canning points.

CHICAGO MARKET

A Waiting Market Taking New Packs —All Vegetable Items Strong With Prices Generally Firm

By "Midwest"

Chicago, June 29, 1961

THE SITUATION—Conditions are beginning to perk up around these parts as the first new pack offerings are meeting with favorable reception and this trend will continue as additional packs get under way. Wisconsin pea canners are now started in a small way although heavy shipping by Illinois canners the past couple of weeks has taken some of the edge off the trade's appetite. Nevertheless, canners in the northern state are having no trouble building up good sized shipping instructions which will start moving in volume right after the first of July. New pack Ozark standard cut green beans are also finding a ready home as canners there are packing on the heavy side and have priced their product to move. Canners of Royal Anne cherries are already shipping new pack cherries to a market that has been hurting for supplies for quite some time. Black sweets are not far behind and will also be shipped as fast as packed in the beginning as warehouse stocks here are bare. Then when Blue Lake are ready the latter part of July early shipments will be of the major variety as buyers are really desperate for additional merchandise. New York and Wisconsin canners are racing to be the first on new pack beets as the trade here are on the sidelines ready to place immediate business to the first that is ready.

Pricewise there were few changes this week with the exception of new pack quotations. Southern tomato canners are not willing to sell as cheaply as they have been and local canners are even firmer in their conviction that Midwest tomatoes are on a very firm foundation. All other vegetables are strong with the only weakness evident centered in certain West Coast fruits.

BEANS—Opening prices on new pack Blue Lakes found no objectors as the average buyer is more interested in supplies than he is in price at the moment. New pack will begin sometime between July 15th and 20th and canners will be flooded with shipping instructions well before that time. New pack standard cut green beans from the South are moving well here at $1.00 to $1.05 for 303s and should continue to move at these levels. New York canners expect to be under way around the 15th of July and will also find a ready reception for fancy cuts in all sizes and extra standard cuts in tens. First offerings of new pack french style from the East at $1.60 for 303s found any number of eager buyers. The bean pack is starting off with a bang.

PEAS—Wisconsin canners have begun to roll in a small way this week but really won't come into heavy production until after the first of July. They are stalling on prices but some of them have guaranteed prices for thirty days after opening and this is enough for the average hungry buyer at present. Illinois canners continue

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to ship mostly on the basis of $9.00 for fancy threes in tens and $1.55 for 303s with standard fours at $7.00 and $1.25. The weather recently has been such that canners have been able to stay ahead of the crop and very few standards have developed as a result.

TOMATOES—It is now difficult for the trade to buy southern standards at less than $1.25 for 303s which just gives added strength to the thinking of local canners.. They are worried about crop losses and feel the pack will never come up to previous expectations. As a result, they are holding good extra standards at $1.60 for 303s and $8.50 for tens although there are still a few so called extra standards available at $1.50. Standards in any size are now almost impossible to find. The local crop is late and early losses were never completely made up by the replants. Tomatoes may have nine lives but canners will still have difficulty making a normal pack.

CORN—A market that remains unchanged for obvious reasons although a few more cases seem to be coming out from behind the woodshed each week. Where they make an appearance they are bringing $1.65 for fancy 303s and $9.50 for tens with nothing at all coming to light in cheaper grades. Midwest factors should be canning new corn by the first of August and the easiest part of their job this year will be finding early shipping instructions. They will have problems, however, shipping every customer the first truckload as requested.

BEETS—Every buyer in town has his tongue hanging out for certain sizes and grades of canned beets and every canner in the business is making a real effort to satisfy this demand as quickly as possible. Beets went into the ground early both here and in New York and canners in both areas are hoping to start around the middle of July or earlier if possible. Another instance where orders for shipment when packed will be easier accepted than shipped as wanted.

SWEET CHERRIES — Warehouse stocks of Royal Anne cherries have been tight for quite some time and stocks of black sweets have been nonexistant. As a result, first shipments of new Annes are now enroute to Chicago at opening levels which are slightly lower than last year. Fancy tens are listed at $20.55 with 2½s at $5.85 and 303s at $3.55. Choice grade are at $19.25, $5.55 and $3.30. Black sweets will not be ready for canning until after the fourth but will find the same ready acceptance. Opening prices are about the same as last year with fancy unpitted tens at $21.30, 2½s at $6.15 and 303s at $3.67½.

PINEAPPLE—The current strike on the nation's docks came so suddenly the trade did not have an opportunity to cover ahead on pineapple and they will just have to do without until the matter is settled. This is not expected to take too long, at least everyone involved hopes so, as close to the belt buying habits will run every one out of business in a very short period of time.

OTHER FRUITS—Current sales of spot fruits are not of the active type and nothing much better is expected until new packs are ready. The market is anything but strong on cocktail and it's very sloppy on apricots and #10 Clings. The trade are inclined to take things easy until they see what the new packs develop and there really isn't any reason to do anything else.

VACATION — Beginning Saturday July 1, my wife, my grandson and yours truly will take off for northern Wisconsin and two weeks of fishing, swimming or what have you. It's beautiful country and I'll think about you as I drop a line into one of those Hamm's beer lakes. In the meantime, I'll have to pass up the next two reports.

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CALIFORNIA MARKET

Heat Damage Reduced Large Fruit Crops on The Trees—Not Enough To Change Current Spot Markets—Trade Waiting For Actual Pack Developments

By "Golden Stater"

San Francisco, June 29, 1961

THE SITUATION—Although heat damage has reduced the prospective apricot and pear tonnage, it has affected clings and frees only in a minor way. With large tonnage on the trees these losses have not created any rush of buying on the spot stocks or ex new pack. The answer, of course, is the fact that carryover stocks are large and new pack prospects are large. Even if higher costs are anticipated on clings and freestones, the trade is reluctant in view of the adequate projected supply.

THE OUTLOOK—Canners League of California statistical release gave us the following 12-month movement and June 1 stock position (official carryover figures).

APRICOTS — Movement up from previous year but carryover more than triple at 1,765,920 cases. New pack interrupted by heat damage in early districts, which was a disaster for these producing areas and crop estimates have been reduced a good 10 percent but remaining tonnage still can produce a large pack. Basic fruit cost indicated at $80 a ton for minimum 14 size fruit. Commitments standing still as packers and growers wait for Santa Clara and San Joaquin Districts to be harvested, which are due during next two weeks.

YELLOW CLING PEACHES — Movement down 1 million cases with carryover up ¾ of a million cases. Export demand with the end of many restrictions in Europe expected to drain off this excess in carryover. However, projected increased pack, coupled with the $12 a ton premium offered by a major canner, has created a controversial and unsettled fruit cost situation. Many canners are resisting this high premium which would increase cling peach costs well above last year's close and current spot prices. Heat has not damaged clings but has advanced maturity and harvesting of early varieties should take place within the next two weeks.

FRUIT COCKTAIL — Movement only slightly under the previous year, so the increased carryover is the result of last year's increase in the pack. 1961 carryover is 3,127,110 vs last year's 2,192,178 cases. Projected increase in pack is expected to be absorbed in increased export and domestic sales. Current spot prices appear to be the best trade buys against new pack prospective openings.

PEARS — Although movement was down 575,000 cases, carryover is only up 240,000 cases. This is considered excellent in view of a market that held at trading levels considerably higher than the previous levels. Crop estimates range from 3 to 9 percent less than last year.

FREESTONE PEACHES—Increased movement of 600,000 cases has brought carryover down below last year. This was accomplished at bargain (below cost) prices, and although the crop is slightly larger than last year, the first grower offerings are $2.50 a ton more than last year.

CANNED SOFT DRINK STUDY

The Continental Can Company has just completed a study of consumer attitudes toward carbonated beverages in cans. Results have been published in a 40 page brochure and copies are available from Continental Can Company, 100 E. 42nd Street, New York 17, New York.

Among other things, the study uncovered the fact that younger parents with larger families appear to be the best prospect for soft drinks in cans. Convenience is given as the chief reason for this preference. Most often cited advantages: You can throw them away, there is no bother about refunds, returning empty bottles or having empties around; also cans are unbreakable, easier to chill and keep cold, easier to store and handle and take less space; cans are more convenient on trips, picnics, outings, and for school lunches. Flavor was the only disadvantage mentioned importantly, and then by only 20 percent of adults and 22 percent of teenagers.

RADIATION PRESERVATION

Representatives of the QM Food and Container Institute, attending a conference on radiation preservation of foods in Chicago June 6-8, reported progress in the Institute's program of radiation preservation research. They reported that they expect eventually to sterilize a variety of meat products in cans for the armed forces by means of ionizing radiations. Actual distribution of irradiated foods, however, must await extensive animal and human feeding tests, they advised.

An irradiation research facility is now under construction at Natick, Massachusetts, which will facilitate large experimental packs of chicken, pork, and beef products.

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Cut, 3 sv., No. 303 ...1.60-1.65
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Ex. Std., Cut, No. 303...1.40-1.50
No. 10 .....7.50-8.50
Std.Cut, No. 303 .....1.30-1.35
No. 10 .....7.25-7.50
Midwest
Gr., Wh., Fcy., No. 303..1.80-2.10
No. 10 .....11.50-12.50
Fcy., Cut, No. 303 .....1.45-1.55
No. 10 .....9.00-9.50
Ex. Std., No. 303 .....1.40-1.50
No. 10 .....8.25-9.00
Std., Cut, No. 303 .....1.10-1.25
No. 10 .....6.25-7.00
Wax, Fcy., Cut, 3 sv.,
No. 303 .....1.65
No. 10 .....10.00
4 sv., No. 303 .....1.55
No. 10 .....9.50
Ex. Std., No. 303 .....1.40-1.55
No. 10 .....8.00-9.00
Std., No. 303 .....1.25-1.30
No. 10 .....7.25
South
Fcy., Wh. Gr., No. 303 .....1.90
No. 10 .....9.00
Fcy., Cut, Gr., No. 303.....—
No. 10 .....8.00
Ex. Std., No. 303 .....1.35
No. 10 .....7.00
Std., No. 303 .....1.00-1.05
No. 10 .....6.25-6.50
Blue Lakes
Fcy., Vert. 3 sv., No. 303.2.55-2.60
4 sv., No. 303 .....2.45-2.50
Fcy., Cut, 3 sv.,
No. 303 .....1.90-2.00
No. 10 .....10.00-10.35
4 sv., No. 303 .....1.80-1.85
No. 10 .....9.65-10.00
Ex. St., 5 sv., No. 303 ..1.50-1.55
No. 10 .....8.50-8.65
Std., No. 303 .....1.40-1.45
No. 10 .....7.35-7.65

BEANS, LIMA
East
Fcy., Tiny Gr., No. 303 .2.50-2.60
No. 10 .....14.00
Small, No. 303 .....2.10
No. 10 .....12.25-12.50
Medium, No. 303 .....1.90
No. 10 .....11.00
Ex. Std., G.&W., No. 303 ..1.45
No. 10 .....10.00
Mid-West
Fcy., Tiny Gr., No. 303.2.25-2.50
No. 10 .....13.75-14.00
Small, No. 303 .....2.00-2.10
No. 10 .....12.00-12.25
Medium, No. 303 .....1.90
No. 10 .....11.00
Ex. Std., Gr. & W., No. 303 ...1.45
No. 10 .....9.50

BEETS
East, Fcy., Diced,
No. 303 .....1.10
Fcy., Sliced, No. 303 .....1.30
No. 10 .....6.50
Midwest, Fcy., Sl., 8 oz. ...82½
No. 303 .....1.25
No. 10 .....6.25-6.50
Diced, No. 303 .....1.05
No. 10 .....5.25

CARROTS
East, Fcy., Diced,
No. 303 .....1.10
No. 10 .....6.20-6.30
Fcy., Sliced, No. 303 .....1.40
No. 10 .....7.00
Mid-West, Fancy, Diced,
No. 303 .....1.15-1.25
No. 10 .....6.25-6.50
Sliced, No. 303 .....1.40-1.45
No. 10 .....7.50

CORN
East
W.K. & C.S. Golden
Fcy., No. 303 .....1.60-1.75
No. 10 .....9.25-9.50
Ex. Std., No. 303 .....1.50-1.55
No. 10 .....8.75
St., No. 303 .....1.40-1.45
No. 10 .....8.00
Shoepeg, Fcy., No. 303 ..1.70-1.80
No. 10 .....9.50-10.50
Ex. Std., No. 303 .....1.50-1.65
No. 10 .....—
Mid West
W.K., C. S., Gold., Fcy.,
No. 12 oz. 1.65
No. 303 .....1.65-1.70
No. 10 .....9.50-9.75
Ex. Std., No. 303 .....1.50-1.55
No. 10 .....9.00
Std., No. 303 .....1.40-1.45
No. 10 .....8.00-8.50
Co. Gent., W.K. & C.S.
Fcy., No. 303 .....1.65-1.70
No. 10 .....9.25
Ex. Std., No. 303 .....1.50-1.60
No. 10 .....8.80-9.00
Std., No. 303 .....—
No. 10 .....8.20

PEAS
East Alaskas
Fcy., 1 sv., 8 oz. 1.62½
1 sv., No. 303 .....2.50-2.60
1 sv. No. 10 .....13.50
2 sv., 8 oz. 1.27½
2 sv., No. 303 .....2.05
2 sv., No. 10 .....11.75
3 sv., No. 303 .....1.65
3 sv., No. 10 .....9.25
Pod Run, No. 303 .....1.40
Ex. Std., 2 sv., No. 303 1.45-1.50
No. 10 .....9.00
3 sv., No. 303 .....1.45
No. 10 .....8.00-9.00
4 sv., No. 303 .....1.40-1.45
No. 10 .....7.50-8.25
Pod Run, No. 303 .....1.30
No. 10 .....7.25
Std., 3 sv., No. 303 .....1.35-1.40
3 sv., No. 10 .....7.50
4 sv., No. 303 .....1.20-1.25
No. 10 .....7.00
Pod Run, No. 303 ....1.20-1.25
No. 10 .....6.75-7.00
East Sweets
Fcy., Pod Run, No. 303..1.40-1.55
No. 10 .....8.75-9.00
Ex. Std., No. 303 .....1.30-1.40
No. 10 .....7.75-8.00
Std., No. 303 .....1.25-1.35
No. 10 .....6.75-7.00
Midwest Alaskas
Fcy., 1 sv., 8 oz. 1.75
1 sv., No. 303 .....2.60-2.70
1 sv., No. 10 .....14.25
2 sv., No. 303 .....2.00-2.05
2 sv., No. 10 .....12.00
3 sv., No. 303 .....1.55-1.60
No. 10 .....9.00-9.25
Ex. Std., 3 sv., 8 oz. 95-.97½
3 sv., No. 303 .....1.45-1.50
3 sv., No. 10 .....8.50-9.00
4 sv., No. 303 .....1.35-1.40
4 sv., No. 10 .....7.50
Std., 3 sv., 8 oz. 85
3 sv., No. 303 .....1.35
3 sv., No. 10 .....8.00
4 sv., 8 oz. 85
4 sv., No. 303 .....1.25-1.30
4 sv., No. 10 .....7.00
Mid-West Sweets
Fcy., 3 sv., No. 303 .....1.60
No. 10 .....9.25-9.50
Fcy., 4 sv., No. 303....1.50-1.55
No. 10 .....8.50-8.75
Ungraded, No. 303...1.55-1.57½
No. 10 .....8.50-8.75
Ex. Std., 3 sv., No. 303 .....1.45
No. 10 .....8.75-9.00
4 sv., No. 303 .....1.37½-1.40
No. 10 .....8.25
Ungraded, No. 303 .....1.37½
No. 10 .....8.25
Std., Ung., No. 303 .....1.30-1.35
No. 10 .....7.25-7.50

PUMPKIN
Midwest, Fcy., No. 2½.....1.65
No. 10 .....5.75
East, Fcy., No. 2½.....1.55-1.60
No. 10 .....5.50-5.75

SAUERKRAUT
Midwest, Fcy., No. 303 1.27½-1.30
No. 2½ 1.75-1.77½
No. 10 .....5.85
N. Y., Fcy., 2½ 1.60
No. 10 .....5.75

SPINACH
Tri-State, Fcy., No. 303..1.40-1.45
No. 2½ 2.10-2.15
No. 10 .....7.25-7.50
Ozark, Fcy., No. 303 ...1.15-1.20
No. 2½ 1.80-1.85
No. 10 .....5.50-5.65
Calif., Fcy., No. 303 .....1.10
No. 2½ 1.62½
No. 10 .....4.50-4.75

SWEET POTATOES
Tri-States, syr., No. 303 ....1.50
No. 3, Sq. 2.10
No. 2½ 2.25-2.50
No 10 .....4.75-5.00

TOMATOES
Tri-States
Ex. Std., No. 303 .....1.60
No. 2½ 2.35-2.40
No. 10 .....8.25-8.50
Std., No. 1 .....1.07½-1.10
No. 303 .....1.30-1.35
No. 2½ 2.30
No. 10 .....7.50-8.00
Fla., Std., No. 303 .....1.25
No. 2½ 2.00
No. 10 .....7.00
Mid-West, Fcy., No. 1 .....1.40
No. 303 .....1.85
No. 2½ 3.15
No. 10 .....9.50
Ex. Std., No. 1 .....1.15-1.20
No. 303 .....1.60-1.65
No. 2½ 2.50-2.60
No. 10 .....8.50
Std., No. 1 .....1.10
No. 303 .....1.45-1.50
No. 2½ 2.40
No. 10 .....8.00
Calif. Fcy., S.P., No. 303 ...1.85
No. 2½ 2.70
No. 10 .....9.95
Std., No. 303 .....1.40
No. 2½ 2.35
No. 10 .....7.25
Ozarks, Std., No. 303 .....1.40
No. 10 .....7.75
Texas, Std., No. 303 ...1.20-1.25
No. 10 .....7.00

TOMATO CATSUP
Calif., Fcy., 14 oz. 1.60-1.70
No. 10 .....10.50-10.75
Mid-West, Fcy., 14 oz. .1.75-1.80
No. 10 .....10.75-11.00
East, Fcy., 14 oz...1.87½-1.92½
No. 10 .....11.00-11.90

TOMATO PASTE
Calif., Fcy., 96/6 oz. ...7.85-8.00
No. 10 (per doz.)
26% 14.00
30% 15.50
Mid-West
No. 10 (per doz.) 26% 14.00

TOMATO PUREE
Calif., Fcy., 1.06, No. 303 1.75
No. 10 .....8.50
Mid-West, Fcy., 1.045,
No. 1 .....1.00-1.05
No. 10 .....6.50-7.00
East, Fcy., 1.045 No. 1.....1.10
No. 10 .....7.50

FRUITS

APPLE SAUCE
East, Fcy., No. 303 ....1.25-1.35
No. 10 .....7.75-8.00
Std., No. 303 .....—
No. 10 .....
Calif. (gravensteins)
Fcy., No. 303 .....1.55
No. 10 .....8.75-9.25
Choice, No. 303 .....1.40
No. 10 .....8.25

APPLES (East)
Sl., No. 10 .....11.00

APRICOTS
Halves, Fcy., No. 2½ 4.00
No. 10 ..... 13.50
Choice, No. 2½ 2.75
No. 10 .....10.00
Std., No. 2½ 2.35
No. 10 .....9.00
S.P. Pie, No. 10 .....12.00
Fcy., Wh. Peeled, No. 2½....4.00
No. 10 ..... 13.50

BLUEBERRIES
No. 300 H/S 2.75-2.85
No. 10, Water 16.00

CHERRIES
R.S.P., Water, No. 303..2.10-2.40
No. 10 .....13.50-15.00
R.A., Fcy., No. 2½ 5.85
No. 10 .....20.55
Choice, No. 2½ 5.55
No. 10 .....19.25

COCKTAIL
Fcy., No. 303 .....2.15
No. 2½ 3.30
No. 10 .....11.95
Choice, No. 303 .....2.00-2.05
No. 2½ 3.00
No. 10 .....10.75-10.90

GRAPEFRUIT SECTIONS
Fla. Fcy., No. 303 ....1.60-1.70
Fcy., Citrus Salad,
No. 303 .....2.50

PEACHES
Calif., Cling Fcy., No. 303..1.87½
No. 2½ 2.85
No. 10 .....10.00
Choice, No. 303 .....1.62½
No. 2½ 2.40-2.45
No. 10 .....8.00-8.25
Std., No. 303 .....1.60
No. 2½ 2.25-2.30
No. 10 .....8.00
Elberta, Fcy., No. 2½ ..2.85-2.95
No. 10 .....10.50
Choice, No. 2½ 2.30
No. 10 .....8.50-9.00

PEARS
Fcy., No. 303 .....2.45
No. 2½ 3.80
No. 10 .....13.50
Choice, No. 303 .....2.15
No. 2½ 3.15-3.30
No. 10 .....12.35
Std., No. 303 .....2.07½
No. 2½ 3.00-3.05
No. 10 .....11.35

PINEAPPLE—Per case
(Toll & Wfge. extra)
Hawaiian, Fcy., Sl., 24/2....6.95
24/2½ 8.05
6/10 .....7.50
Crushed, 24/2 .....5.60
24/2½ 7.00
6/10 .....5.95
Choice, Sl., 24/2 .....5.60
24/2½ 6.95
6/10 .....6.95
Std., Half Slices, 24/2 .....5.10
24/2½ 6.65
6/10 .....6.10

PLUMS, PURPLE
N.W., Fcy., No. 303 .....—
No. 2½ .....—
No. 10 .....—
Choice, No. 303 .....2.10
No. 2½ 3.30
No. 10 .....11.25

JUICES

APPLE
Midwest, 1 qt. gl. 2.20-2.25
46 oz. tin .....2.9?-3.15

CITRUS BLENDED
Fla., No. 2 .....1.30-1.40
46 oz. 3.20-3.30

GRAPEFRUIT
Fla., No. 2 .....1.10-1.20
46 oz. 2.40-2.60

ORANGE
Fla., No. 2. .....1.65-1.70
46 oz. 3.85-4.10

PINEAPPLE—Per Case
Hawaiian, Fcy., 24/2 .....2.75
12/46 oz. 2.85

TOMATO
East, Fcy., No. 2 .....1.20-1.25
46 oz. 2.60-2.65
No. 10 .....—
Mid-West, Fcy., No. 2 ..1.20-1.25
46 oz. 2.35-2.50
Calif., Fcy., No. 2 .....1.25
46 oz. 2.35-2.40
No. 10 .....5.20

FISH

SALMON—Per Case 48 Cans
Alaska, Red, No. 1T 37.00
½'s 24.00-25.00
Med., Red, No. 1T 31.00-32.00
½'s 19.00-20.00
P.S. Sockeye, ½'s 25.00
Pink, Tall, No. 1 .....28.00
½'s 16.00
Chum, Tall, No. 1 .....25.00
½'s 14.00-15.00

SARDINES—Per case
Calif., Ovals, 24/1's 4.25-4.50
Ovals, 48/1's 7.65
No. 1 T., Nat. .....—
Maine, ¼ Oil Keyless ...8.75-9.00
¼ Oil Key Carton .....—

SHRIMP—Reg. 5 oz. per doz.
Jumbo 5.10
Large 4.70
Medium 4.20
Small 4.00
Broken 3.60

TUNA—Per Case
Fcy., White Meat, ½'s 14.50-15.00
Fcy., Light Meat, ½'s.....11.00
Chunks 9.50-10.00
Grated 6.50